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## Experience

### **EnCirca, Inc.,** Boston (2001-current)

*Founder and President* of two ICANN-Accredited domain name Registrars serving over 5,000 customers in 120 countries. Specialty is providing customized registration solutions for TLD's. Leading Registrar for the .travel, .pro and .jobs TLD's.

- Partnered with international trade associations representing thousands of members to authenticate and register members in multiple languages and countries
- Worked with city-based chapters of a professional trade association to facilitate authentication and registration for their members
- Exhibited and presented at trade conferences in the U.S., U.K., Germany, Spain, South America and Asia
- Developed map-based TLD Registry directory for geographic and industry verticals
- Partnered with non-profit association to manage network of thousands of generic geo-names and industry keywords

### **TM.Biz,** Boston (2010-current)

*Founder and President.* TM.Biz provides brand protection services and trademark validation services with integration to 70 online trademark databases.

- Searches usernames on the top 500 social networks in real-time.
- Provided pre-validation services for .xxx sunrise period
- Validation agent for .pw sunrise period

### **Brand Consulting,** Boston (2001)

*Management Consultant.* Provided strategic and marketing advice and conducted research and development of emerging technologies for clients

- **Telecommunications Clearinghouse/Domain Registry.** Virginia Performed Product Management for launch of new .BIZ Domain Registry. and IP Claims. Developed strategies for Directory Services, UDDI, Web Services and Wireless applications.
- **E-Government Systems Integrator.** Boston, MA As a consultant, conceived and developed prototype for a "Citizen Registry" for state agencies to deliver e-government services to its constituents. Prototype customized for five states in the US.

**NetNames International**, London, Boston, New York, Sydney, (1999-2001)

*Chief Executive Officer:* Chief strategist and spokesperson for domain name reseller.

- Successfully sold company to NetBenefit PLC (LSE: NBT), a UK-based web hosting company for \$15 million. Board Director and COO of NetBenefit PLC. Represented company to investors, analysts and press.
- Implemented organization and technical integration of merged businesses, including infrastructure, search platform, order workflow, and online payment systems
- Founding Board Member of Afilias, .info Registry Operator

**ThomsonReuters Corporation**, North Quincy, MA. (1995-1999)

*Vice President of Interactive Media (1995-1997) and General Manager (1998-1999) at ThomsonCompumark subsidiary.* Led development of internet businesses for trademark industry called SAEGIS and NameStake, with annual revenues of \$15 million. Member of advisory boards of Thomson R&D Labs and Technical Operations Group.

- Launched online trademark research services, including searchable databases, internet searching, virtual community, electronic delivery, online ordering, electronic publications, content management, end-user accounting, billing and customer care
- Authored business plans and successfully obtained multiple rounds of investment totaling over \$13 million from internal venture fund
- Recruited and managed cross-functional teams of 30 each
- Managed P&L for new business. Negotiated partner agreements for target market channels and developed network of 2,500 affiliates

**Ziff Davis Interactive**, Cambridge, MA (1993-1995)

*Program Manager and Product Manager:* Led Program Management during start-up phase of new Interchange On-line Network. Managed staff of four. Developed new methodologies for online content, identified deliverables, scope, and milestones. Performed risk assessments and business process improvements

P&L Product Manager of ZiffNet Software Group with a multi-site 20-person organization for online searchable databases. Relocated and directed content acquisition, editorial, production, online community building, and development.

- Introduced commercial software to Ziff's on-line channels. Directed market research, license negotiation, and marketing.
- Generated annual revenues of \$3.5 million representing over 50% of total revenues for the ZiffNet online services
- Increased inventory 100% to more than 10,000 reviewed titles
- Designed and developed new editorial tools and stream-lined workflow and distribution to Interchange, CompuServe and Prodigy

**Accenture (formerly Andersen Consulting), Boston, MA (1989-1993)**

*Senior Consultant:* Developed mission-critical systems for over a dozen clients in manufacturing, publishing and insurance industries. Specialized in business process re-engineering, workflow, document management and MRP II systems. Certified by APICS (American Production Inventory Control Society) and SME (Society of Manufacturing Engineers).

**General Electric Aircraft Engines, Lynn, MA (1985-1989)**

*CIM Engineer:* Designed and implemented factory automation systems for new and existing aircraft engine plants. Received Annual Product Quality Award for “outstanding and long-lasting contribution to product quality.”

**Pratt & Whitney Aircraft, East Hartford, CT (1983-1985)**

*Automation Engineer:* Implemented automated processes to produce gas turbine blades and disks for a new \$350 million “lights out” factory.

**Education**

**Harvard Business School, Cambridge, MA.** Executive program entitled “Leading Product Development,” (1997)

**Massachusetts Institute of Technology, Cambridge, MA, MS-ME (1989)**

**Worcester Polytechnic Institute, Worcester, MA, BS-ME (1983)**